

## Message Text

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14

ACTION EB-07

INFO OCT-01 AF-06 NEA-10 ISO-00 CAB-02 CIAE-00 COME-00

DODE-00 DOTE-00 INR-07 NSAE-00 FAA-00 PM-04 NSC-05

SP-02 SS-15 /059 W

----- 102243

R 061720Z FEB 76

FM AMEMBASSY NIAMEY

TO SECSTATE WASHDC 2818

INFO AMEMBASSY ABIDJAN

AMEMBASSY LAGOS

AMEMBASSY MONROVIA

AMCONSUL CASABLANCA

AMEMBASSY ROME

C O N F I D E N T I A L NIAMEY 0515

LAGOS FOR FAA

MONROVIA FOR AIRA

CALABLANCA FOR RCAA

E.O. 11652: GDS

TAGS: BEXP, BTRA, EAIR, ETRD, NG

SUBJECT: BOEING CONTINUES SALES EFFORT IN NIGER

REF: A) NIAMEY 3537 (NOTAL) B) NIAMEY 3070 (NOTAL)

1. BOEING ORGANIZED IMPRESSIVE DEMONSTRATION OF 737  
IN NIAMEY FEBRUARY 4 AS PART OF COMPANY'S WEST  
AFRICA TOUR. GROUP OF 35 BOEING EXECUTIVES AND  
TECHNICIANS LED BY VICE PRESIDENT BRIEN S. WYGLE  
USED 737 BORROWED FROM CAMEROON AIRLINES TO FLY  
ALONG NIGER RIVER IN MORNING AND MAKE EXCURSION TO  
AGADEZ IN AFTERNOON. LATTER EFFORT WAS FIRST EVER  
COMMERCIAL JET LANDING AT AGADEZ, AND BOTH FLIGHTS  
WERE DESIGNED TO SHOW CAPABILITIES OF 737 ON DIRT STRIPS.  
FLIGHTS AND RELATED SOCIAL EVENTS DREW PARTICIPATION  
FROM MINISTER OF PUBLIC WORKS AND TRANSPORT, COMMANDER  
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OF AIR FORCE, CIVIL AVIATION AND ASECNA AND AIR NIGER

AUTHORITIES AS WELL AS MILITARY OFFICERS. WHILE VISIT KEPT 737 FRONT AND CENTER AS CONTENDER FOR EVENTUAL AIR NIGER PURCHASE, THERE IS NO INDICATION OF CHANGE IN ATTITUDE AT PRESIDENCY OR THAT KOUNTCHE INTENDS TO PURCHASE OF JET PLANE FOR NOW (SEE NIAMEY 3537).

2. BOEING TOUR, IN ADDITION TO NIGER, EMBRACES IVORY COAST, LIBERIA, MAURITANIA, SENEGAL, MALI, GHANA AND GABON. WHILE BOEING OFFICIALS ARE AWARE THAT NIGER MAY NOT BE IN JET MARKET YET, THEY NEVERTHELESS WANTED TO BUILD ON TECHNICAL PRESENTATION HERE LAST FALL AND PARTICULARLY DEMONSTRATED TO GON AVIATION EXPERTS POSSIBILITIES OF 737 ON DIRT STRIPS. LATTER ATTRACTION OF AIRCRAFT AMPLY DISPLAYED NOT ONLY AT AGADEZ BUT ALSO AT NIAMEY AIRPORT WHERE 737 UTILIZED SHORT (1620.) SECONDARY LATERITE STRIP.

3. IN ADDITION TO TECHNICAL SALES PITCH, BOEING ALSO BROUGHT ALONG REPS OF FIRST ARABIAN CORPORATION (SAUDI ARABIA) TO WHOM--THEY TELL US-- THEY WOULD DIRECT GON IN FIRST INSTANCE FOR DISCUSSIONS ON FINANCING. SAUDI FINANCIERS KEPT LOW PROFILE THROUGHOUT VISIT BUT PROBABLY HAD CHANCE TO TAKE SOME SOUNDING WITH GON. MINISTER OF PUBLIC WORKS AND TRANSPORT MOUSSA SALA REPORTEDLY TOLD BOEING THAT URANIUM REVENUES FROM NEW AKORITA MINE WOULD MAKE PURCHASE POSSIBLE ABOUT 1977.

4. ON THE WHOLE, BOEING GOT AN EXCELLENT TURN-OUT AND RECEPTION FROM GON, CONSIDERING THAT PRESIDENT KOUNTCHE TOOK NO APPARENT INTEREST IN VISIT AND IS GENERALLY KNOWN TO BE SKITTISH ABOUT POLITICAL IMPACT OF PRESTIGE PROJECTS LIKE JETS. MAIL RESULTS OF VISIT SEEM TO HAVE BEEN (A) TO EXPLODE STORIES PROBABLY SPREAD BY KAWKERSIDDELEY AND FOKKER THAT 737 CANNOT ADAPT TO TOUGH CONDITIONS OF NIGER; (B) TO MAKE IT EVEN LESS LIKELY THAT NIGER'S NEGOTIATIONS WITH KAWKER-SIDDELEY WILL BE REVIVED; (C) TO KEEP BOEING'S FOOT SQUARELY IN THE DOOR.  
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DIRECTOR OF ASECNA SEES COMPETITION NOW NARROWED DOWN TO BOEING 737 AND FOKKER F-28. BOEING REPS STRIKE US AS EFFECTIVE AND REALISTIC AND SEEM WILLING TO BIDE THEIR TIME. THEY TELL US THEY WILL BE BACK EVERY FEW MONTHS TO KEEP TABS ON WHAT THEY REGARD AS A GOOD OPPORTUNITY FOR AN EVENTUAL SALE.

5. BOEING EXECUTIVES EXPRESSED THEMSELVES AS APPRECIATIVE OF  
EMBASSY'S SUPPORTIVE ASSISTANCE WHICH INCLUDED MAKING ALL  
ARRANGEMENTS FOR VISIT. HECK

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